



Sonoma County Efficiency Financing Program Newsletter

September 2012

Useful Links

[SCEF Program website](#)

[SCEF Program FAQs](#)

SCEF Education Day Agenda

9:00 am

Overview & Introductions

9:50 am

Financing Strategy

- Ken Becker, President,
Becker Capital

10:30 am

Review of Common
Documents

- Baird Brown, Drinker Biddle
& Reath LLP

11:10 am

Monitoring & Verification
Strategy, Dr. John Byrne,
Foundation for Renewable
Energy & Environment

11:40 am

Discussion

12:30 pm

Lunch and ESCO
Presentations

1:30 pm

Exhibit Tour & One-on-One
Meetings

3:00 pm

Education Day Concludes

Welcome to the Sonoma County Efficiency Financing (SCEF) Program Newsletter. As the program has grown, we have started this newsletter as a vehicle to keep you informed of the program's progress, status and other similar projects. We thank you for your interest in the program and look forward to hearing your questions and comments.

Reserve October 19!

On October 19th, an all-participant meeting will be held for the purpose of reviewing program contracts in detail and for ESCOs to make presentations regarding their technical and financial strengths and experiences to attendees. Termed "Education Day" this meeting will be held at the City of Santa Rosa's Utilities Field Operations Center, 35 Stony Point Road, Santa Rosa. An agenda is located in the column to the left of this article.

ESCO Request for Qualifications Issued

On August 22, a Request for Qualifications (RFQ) was issued to a number of energy service companies (ESCOs) outlining the SCEF program and inviting respondents to submit qualifications. The deadline for responses is September 19, after which responding ESCOs will be reviewed for inclusion in the SCEF pre-qualified list of contactors.

Letters of Interest Need to Be Returned

Please return your non-binding letters of interest. These non-binding documents will help us to accurately estimate program volume and help with communications with bonding agencies and energy service companies. If you need a letter of interest, need any assistance or have any questions please contact Amy Bolten of the Sonoma County Water Agency at 707-547-1981 or Amy.Bolten@scwa.ca.gov.

What is the SCEF Program?

The Sonoma County Water Agency is launching a program to finance energy efficiency and water conservation retrofits for public and non-profit institutions. The Sonoma County Efficiency Financing (SCEF) program is a scaled down version of a Sustainable Energy Utility (SEU) model which was developed by Dr. John Byrne and his colleagues at the Center for Energy & Environmental Policy at the University of Delaware. The first SEU model was adopted by the State of Delaware and is currently implementing nearly \$73M in energy and water retrofit projects at public facilities in the State.

Under the SCEF Program, participating organizations will contract with an Energy Service Company to complete energy and water conservation measures using standardized contract language that protects the owner.

Improvements could include: street lighting; building lighting; pumps; HVAC; system controls; boilers; chillers; ducting; windows; partial roofing; toilets; and others. The participating organizations will receive substantial utility cost savings, including a contractual guarantee sufficient to cover the full cost of all retrofit work. The Program intends to use tax-exempt bonds to finance the projects.

Featured SEU Project: DC SEU

The DC Sustainable Energy Utility (SEU) is another example of bringing economies of scale to energy efficiency retrofits. Modified to fit local ordinances and priorities, the DC SEU has facilitated energy efficiency improvements in over 5,000 homes and businesses in the Washington DC area. For more information about the DC SEU, please visit [here](#).

Solar Energy and Economic Development (SEED) Fund

We are pleased to highlight a program that we feel would work well in tandem with the SCEF Program.

The Solar Energy and Economic Development Fund (SEED Fund) is utilizing grant funding to help public agencies overcome the initial hurdles to adopting solar. The goal of the SEED Fund is to realize 10-12% in total project costs savings by realizing economies of scale through collaborative purchase by public agencies in Napa, Marin and Sonoma counties.

Currently, the SEED Fund Program is performing initial site assessments for public agencies across Napa, Marin and Sonoma counties. There is no cost or commitment required to get started, they simply need some basic site information (facility address and electricity usage).

The SEED Fund Program is being implemented by Strategic Energy Innovations (SEI) in partnership with Optony Inc. SEI is a nonprofit organization established to help empower schools, universities, small businesses, local governments, affordable housing agencies, and rural communities to reduce pollution and save money through energy and resource efficiency, green building and green workforce education and training. To learn more, please visit their website: <http://www.seiinc.org/>.

If you are interested in starting the assessment process or to learn more, please contact Kif Scheuer at 415-507-1433 or kif@seiinc.org.